

## **COURSE OUTCOMES**

### **SEMESTER I**

#### **SDC1LM01 - IT FOR BUSINESS**

##### **Course Outcomes:**

- Train and equip the students in doing Microsoft business activities.
- Apply the skills of IT in business to simplify their office work.
- They will be able to do the word processing package.
- Understand the Advanced Features of Spreadsheet Package
- They will be enabled to do the Presentation Package

#### **SDC1LM02 - PRINCIPLES OF MANAGEMENT**

##### **Course Outcomes:**

- Understand the basic principles of management.
- Train and equip the students in decision making
- Confidence in setting up a management quality.
- Students are empowered to understand HR compensation subjects including employee benefits, incentives and regulation governing.
- The ability and confidence to tackle common practical management problems of business.

#### **SDC1LM03-FUNDAMENTALS OF ACCOUNTING**

##### **Course Outcomes:**

- Train and equip the students in doing accounting works.
- Understand the importance and functions of Accounting.
- Prepare various statement related to financial position of a firm.
- Understand the importance and calculation of depreciation in business.
- Understand the recording of bill transaction.

#### **SDC1LM04 -MARKETING MANAGEMENT**

##### **Course Outcomes:**

- Able to understand the importance of e-marketing.
- Confidence in setting up marketing business.
- Understand the promotional activities of products in marketing.
- Understand the difference between different types of marketing.
- Understand the new trends in e-marketing

## **SDC1LM05 - INTRODUCTION TO LOGISTICS MANAGEMENT**

### **Course Outcomes:**

- Understand the work of logistics and supply chain management.
- Able to understand the logistics outsourcing and its importance in the world.
- Able to understand the role of logistics managers.
- Able to understand the Emerging concept in logistics.
- Understand the importance of customer service in logistics.

## **SEMESTER II**

### **SDC2LM06- MANAGERIAL ECONOMICS**

#### **Course Outcomes:**

- To understand the basic concepts of demand and supply.
- To understand the consumer behavior and market structure.
- To understand Determinants of price elasticity of supply
- To understand the factors of pricing of products.
- To understand the issues in Indian economy.

### **SDC2LM07 - ORGANIZATIONAL BEHAVIOUR**

#### **Course Outcomes:**

- Acquire the concepts of attitude, motivation and job satisfaction and related theories  
Understand the Personality & Personality Attributes.
- Understand the Relevance of personality to managers.
- Understand the importance of Team development.
- Understand the importance of leadership.

### **SDC2LM08 - WAREHOUSE MANAGEMENT**

#### **Course Outcomes:**

- Understand the types and cost related with inventory.
- To train and equip the students in warehouse management systems.
- Understand the importance ABC Inventory Control.
- Understand the importance and usage of Bar coding technology and applications  
RFID technology.
- Understand the importance of Vehicle travel path(time) ,Handling time and vehicle utilization

## **SDC2LM09 - TRANSPORTATION AND DISTRIBUTION MANAGEMENT**

### **Course Outcomes:**

- Understand the role of transportation in supply chain management.
- Train and equip the students in in designing distribution channels
- Understand the contribution of various agencies in transportation.
- Understand the advanced fleet management systems
- Understand the various trends in transportation

## **SEMESTER III**

### **A11- BASIC MATHEMATICS AND GENERAL AWARENESS**

#### **Course Outcomes:**

- Apply numerical and reasoning skills in competitive examinations;
- Understand some basic concepts of research and its methodologies;
- Bridge the fundamental skills of computers with the present level of knowledge of the students;
- To train and equip the students with the skills of modern banking and insurance.

### **A12 -PROFESSIONAL BUSINESS SKILLS**

#### **Course Outcomes:**

- Able to become a professional by acquiring various soft skills needed for business success
- Explore the world of e-learning and also the various consequences of Cyber space and crimes.
- Application of data analysis and the role of artificial intelligence in e-business.
- Apply the skills of digital marketing and e-commerce

### **SDC3LM11-BUSINESS COMMUNICATION**

#### **Course Outcomes:**

- Confidence in setting up a good business communicator.
- Understand the importance of work group and decision making.
- Train and equip the students how to overcome the communication barrier.
- Train and equip the students how to solving problems in Groups.
- They will be enable to use new trends in business communication.

## **SDC3LM12- BUSINESS STATISTICS**

### **Course Outcomes:**

- Apply the skills of data collection
- Able to understand the importance of application of statistical tools in right time.
- Apply the skills of Classification and tabulation of statistical data.  
Apply the skills of Computation of Trend analysis.
- They will be able to Computation of seasonal variation.

## **SDC3LM13- ECOMMERCE MANAGEMENT**

### **Course Outcomes:**

- Confidence in setting up a ecommerce venture.
- Able to understand the importance of e payment systems.  
Understand the importance of EDI.  
Able to understand the risk and e-payment systems.
- Understand the Legal and Ethical Issues related with E-commerce.

## **SDC3LM14- INVENTORY MANAGEMENT**

### **Course Outcomes:**

- Understand the activities related selective inventory control.
- Able to understand the management of stock.
- They will able to do ratio analysis on inventory.
- They will able to understand trends in make or buy decisions in context of core competency.
- Understand the evaluation of performance of material function.

## **SDC3LM15- SHIPPING AND OCEAN FREIGHT LOGISTICS MANAGEMENT**

### **Course Outcomes:**

- Able to understand the formalities in shipping cargo.
- Able to understand the different types of cargo.
- Able to understand the Security at Ports and Harbours
- Able to understand the Container De-stuffing.
- Able to understand the Advanced Learning in Bills of Lading

## **SEMESTER IV**

### **A13 ENTREPRENEURSHIP DEVELOPMENT**

#### **Course Outcomes:**

- Able to understand the nature of entrepreneurship and the financial assistance and guidance from the government.
- Confirm an entrepreneurial business idea
- Explore entrepreneurial leadership and management style.
- Confidence in Setting up of Industrial unit.

### **A14 PUBLIC HEALTH, SANITATION& SAFETY**

#### **Course outcome:**

- After learning the course, the students should be able to:  
Identify the diseases associated with occupation
- Identify the hazard in industrial area and propose preventive measures
- Manage safety in industries and propose safety measures and PPE
- Demonstrate the hygiene and sanitation procedures
- Demonstrate the microorganism responsible for the disease and their control

### **SDC4LM17- RETAIL MANAGEMENT**

#### **Course Outcomes:**

- Understand the role of a merchandiser
- Confidence in setting up a retail outlets.
- Understand the consumer buying decision process.
- Understand the steps involved in choosing a retail location
- Understand the factors affecting the store layout

### **SDC4LM18-OPERATIONS MANAGEMENT**

#### **Course Outcomes:**

- Understand the matters related with quality control.
- Understand the matters related with plant location and plant layout.
- Understand the matters related with maintenance management
- Understand the matters related with material handling.
- Understand the matters related types of maintenance work.

## **SDC4LM19 – SUPPLY CHAIN MANAGEMENT**

### **Course Outcomes:**

- Able to understand the Supplier chain performance
- Able to understand the Supplier quality management
- Able to understand the CRM
- Able to understand the application of IT in SCM.
- Able to understand the Supply Chain Uncertainties and Vulnerabilities.

## **SDC4LM20- INTERNATIONAL LOGISTICS MANAGEMENT**

### **Course Outcomes:**

- Able to understand the Warehousing and Containerization.
- Understand the importance of different transportation modes in International logistics management.
- Understand the matters related Marine insurance for cargo.
- Understand the matters related Fleet management systems.
- Understand the matters related procedure for availing railway parcel or goods service and the documentations involved.

## **SDC4LM21- EXPORT AND IMPORT - POLICIES & PROCEDURES**

### **Course Outcomes:**

- Able to understand the role of various international financial institutions.
- Able to understand the role of various Regional economic integrations.  
Able to understand the various schemes and incentives related export and import.
- Able to understand the international financial institution functions and role in economic development.
- Able to understand the WTO agreements.

## **SEMESTER V**

### **SDC5LM23- HUMAN RESOURCE MANAGEMENT**

#### **Course Outcomes:**

- Confidence in doing HR activities or to become a HR manager.
- Understand how to manage a critical situation in performance appraisal, grievance redressal etc.  
Understand the different training evaluation methods.
- Understand the problems of performance appraisal.
- Understand the essentials of a good grievance procedure.

### **SDC5LM24 –BANKING AND INSURANCE MANAGEMENT**

#### **Course Outcomes:**

- Understand the importance of e-banking in today's world.
- Understand the structure of banking in India.
- Able to understand the innovative functions in banking.
- Able to understand the matters related virtual banking.
- Able to understand the various kinds of insurance.

### **SDC5LM25 – EMOTIONAL INTELLIGENCE DEVELOPMENT**

#### **Course Outcomes:**

- Understand how to communicate effectively.  
Understand the importance of team work and how to perform in a team.
- Understand the levels of conflict and how to handle conflict.
- Confidence in preparing resume.
- Create confidence in attending the interview.

### **SDC5LM26 – BRAND MANAGEMENT**

#### **Course Outcomes:**

- Understand the brand strategies used in the modern world.
- Understand how to evaluate the brand performance.
- Understand the brand promotion methods
- Understand the details about the re-branding and re-launching
- Understand the role of brand managers.

## **SDC5LM27 PRODUCTION AND MATERIALS MANAGEMENT**

### **Course Outcomes:**

- Understand the importance of plant layout and its maintenance.
- Understand factors influencing plant location
- Understand use of computers in PPC
- Understand use of Materials handling equipments
- Understand the stores procedures and Automation of warehouses

## **SDC5LM28- DOMESTIC LOGISTICS MANAGEMENT**

### **Course Outcomes:**

- To understand the different aspects of fleet management.
- To understand the different documentations in domestic logistics management.
- To understand the manual methods of vehicle routing and scheduling.
- To understand the reasons for road freight transport vehicle costing
- To understand the procedures to get driver license in India.

## **SDC5LM29- AIR CARGO LOGISTICS MANAGEMENT**

### **Course Outcomes:**

- Understand the importance of Air cargo industry.
- Understand the airline documents and other procedures needed.
- Understand the civil aviation safety and security.  
Understand the dangerous (DGR) or hazardous goods in aircraft.
- Understand the airline marketing and customer service standardization in logistics.

## **SEMESTER:VI**

## **SDC6LM31- TERM PAPER**

### **Course Outcomes:**

- To present their work in any platform with more confidence.